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## Rob Amerine CBI, M&AMI, President

After beginning his career in engineering at Lockheed Martin, Rob's entrepreneurial spirit quickly moved him away from corporate America. With very little capital, he purchased his first business in 2004 in web design/online marketing. This provided valuable experience with a wide array of clients across different industries including software development, direct marketing, retail, manufacturing, franchising, wholesale/distribution, ministry/non-profits, and financial services. In 2007, Rob turned his focus to marketing automation software and within a few years developed relationships with key investors and advisors. The business soon grew to 25 employees by utilizing remote work force technology to generate qualified leads for many small and mid-size businesses across the US. Rob has worn nearly every hat in business including positions as President/CEO, Vice President of Business Development, and Chief Operations Officer.



Knowing full well the toll that growing and managing a small business can take, Rob decided to look at alternative options that would afford him more time with his family. After meeting through a local advisory group, Ron Chernak offered Rob a position with The FBB Group in the fall of 2013. Within a few years, it became clear that selling businesses was a great fit allowing him to apply his hands on experience and individualized approach to help business owners maximize liquidity. His process-centric approach and persistent drive gives him the unique ability to effectively manage the transaction process from start to finish resulting in extremely satisfied sellers and buyers year after year. In the fall of 2021, Rob acquired the firm from Ron with the goal of continuing to build upon its well-established 40-year foundation and excellent reputation in the community.

Rob is a native of Colorado Springs and enjoys living on the west-side with his wife and 4 children. He's an active member of various local networking organizations and is involved with multiple ministry/non-profit organizations. Rob is a Certified Business Intermediary (CBI), a Merger & Acquisition Master Intermediary (M&AMI) and a member of the Colorado Association of Business Intermediaries (CABI), International Business Brokers Association (IBBA), and M&A Source. He also holds an employing broker real estate license in the State of Colorado. He graduated from Colorado State University with a B.S. degree in Engineering Science and soon after earned a Masters in IT Management from University of Colorado at Boulder. Rob played competitive volleyball for nearly 15 years and now enjoys spending time coaching, fly fishing, and golf.

Please call Rob (Direct: 719-433-7071; Cell: 719-271-1159) or send him an email ([rob@fbb.com](mailto:rob@fbb.com)) with your questions about buying, selling, and valuing a business. Consultations are confidential and without obligation.